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THE
**Monroe
Institute**

OF

Applied Sciences



Inquiry
Information
Innovation

May 17, 1982

Dear Hal:

First, a warm thanks for the gracious hospitality you and your associates gave us during our visit to MDEC. This, coupled with the broad over-view of MDEC's operations and the results of our discussions made it indeed a momentous event for all of us.

Confirming the decisions reached, we will submit our Unsolicited Proposal to train Army personnel in sleep/rest discipline as Phase I of a two level plan. Phase II will be a subsequent Proposal for purchase by the Army of self-contained electronic units which embody the technique and processes of Phase I, to be developed and manufactured by MDEC. The Monroe Institute and MDEC will engage in both Phase I and Phase II as joint ventures.

As there is a time factor, we should move ahead immediately along the following lines:

1. We will complete the Phase I Unsolicited Proposal document. Upon completion, we will send a copy for review by appropriate MDEC staff.
2. We will transmit to you the basic requirements for Phase II units in a form suitable for design studies by MDEC engineering staff.
3. We will submit the Phase I Proposal through the Army channels we have already established, unless MDEC believes better results may be achieved by another route.

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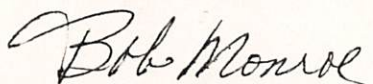
4. Various MDEC (or MDC) services or departments will be available if needed for processing the Phase I Proposal. These will be provided at a minimum consultation fee to the Phase I project.
5. The Phase II Proposal will be submitted after study and preparation by MDEC and the Institute.
6. MDEC's Legal Department will prepare suitable legal documents covering our relationship in these projects.

This is at least a starting point, Hal. I have left out much that we covered, but I'm sure these will surface later. Incidentally, the patent number is 3,884,218.

If you have any comments or questions, do give me a call.

With best regards,

MONROE INSTITUTE OF APPLIED SCIENCES

A handwritten signature in cursive script that reads "Bob Monroe".

Robert A. Monroe
President

RAM:hw

